

Financial,
Manufacturing,
Real Estate.

The Times



Dispatch

Want Ads,
Agriculture,
Commerce.

THE TIMES FOUNDED 1884
THE DISPATCH FOUNDED 1884

RICHMOND, VA., SUNDAY, MARCH 31, 1912.

PRICE FIVE CENTS.

PETERSBURG ON THE APPOMATTOX

One of Virginia's Very
Best Towns; Grew From
Aches to Greatness.

MANY INDUSTRIES;
GREAT BUSINESS

The Old Town With War His-
tory Keeps in the Industrial
Limelight and Proposes to
Stay Right There—Won-
derful Growth in a
Decade.

BY FRANK S. WOODSON.

Petersburg, Va., March 30.—Some years ago I came to Petersburg to write something about its commercial development. Of course, I knew about the good things that it had done. I was not writing war history, but I had ceased to edit "Our Confederate Column," and as my space was limited, I confined myself strictly to the industrial development of Petersburg for a half a dozen or more years back. Thus I grossly offended one of the best friends in the town, who said that any newspaper man who came to Petersburg to write it up and ignored its war history did not know his business. To self-defense I replied to my friend that I was dealing only in to-day's news; that all the world knew that Petersburg stood the brunt of the devastation to the South which characterized the last days of the War Between the States; all the world knew that General Grant knocked the town all to thunder, and as all of the world had heard but little about Petersburg since, it was of the opinion that it was still knocked all to thunder.

My mission was to show that Petersburg, like other Virginia and Southern towns, had overcome the wreck of war and was doing business as the old town in the up-to-date Southern fashion. And I had a good deal to talk about in that industrial story of several years ago. To-day I have much more to talk about along the same line, for the Petersburg of to-day is a much bigger thing than it was when I talked about it several years ago.

But the Come Back.
It is very true that the knocking the old town got in the war days set it back right smartly. It is possible that Petersburg was slower than some other Virginia towns to revive and catch on to modern methods and all the like of that. There were various conditions that contributed to this state of affairs. Modern railway development, in a sense, retarded Petersburg for a few years after the war, and in a way made it merely a way station, but through the energy and far sight of its solid citizens, Petersburg forced itself upon the main lines of railway traffic and became a very important dot on the map of the renewed South. A decade or more ago these patriotic citizens decided, and decided in a very emphatic way, that they were no side-track folks; they showed that they commanded a trade situation for a big part of Virginia and a large part of North Carolina that was well worth considering. They were right about that, for they had, and now have, the geographical advantage, and the town is the centre of what I really believe is the best farming part of the old State, or of the two States.

That Petersburg, I may say, is the way to the front and made itself felt in the commercial world is due very largely to the real estate agencies of the town, and more largely perhaps to the Chamber of Commerce, an active organization which, for the last few years, has done wonders to bring the town into prominence, commercially and otherwise.

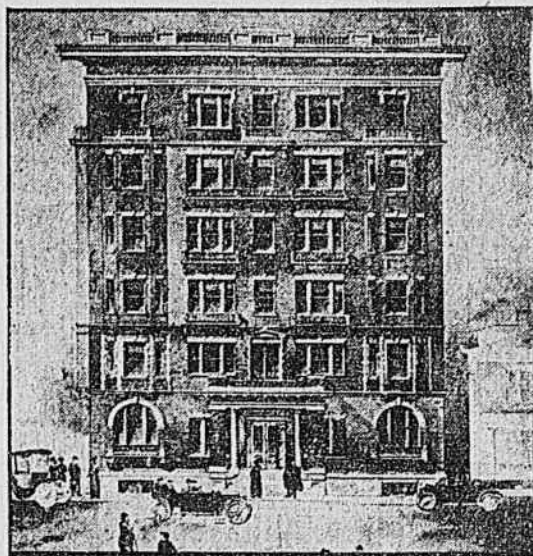
Down to the Facts.
But now, leaving Petersburg's war history aside (and that is all in the books), let us take a little about its commercial development for the past ten years. William M. Martin, the secretary of the Chamber of Commerce, who I daresay has done more than any other man to make Petersburg and its advantages known, talked to me a great deal. I will say a few things he told me, all of which he will swear to, and so will I. Here are some notes he dotted down for me: Petersburg, familiarly known as the "Cockade City," is situated at the head of navigation on the Appomattox River, twelve miles above its confluence with the James. According to the census of 1910, Petersburg has a population of 21,127, showing an increase of 2,317 over 1900. This increase was made in the white population only and amounted to 25 per cent. The negro population of the city being now about the same as in 1900.

Petersburg has shipping facilities which are responsible for much of the progress the city has made in commerce. Three trunk lines of great railway systems operate through Petersburg. The Norfolk and Western, the Chesapeake and Ohio, the Atlantic Coast Line and the Seaboard Air Line run north and south. There is also deep water transportation to the sea, vessels plying directly to and from the port of Norfolk.

The Power Plant.
The Virginia Railway and Power Company has already developed 6,000 horsepower at its power plant on the Appomattox River, and will soon increase this amount to 15,000 horsepower. This power will be used not only to run the cars in Petersburg and light the city, but will also run turbines in Richmond and Norfolk in addition to the line now connecting Richmond and Petersburg, and the new line that will probably be built between Petersburg and Norfolk. The high power transmission line which the company is building between Petersburg and Richmond at a cost of about \$250,000, will probably be completed during the summer of 1912.

The Assessment and Values.
The assessment of real estate to-day amounts to \$12,000,000, which compared with \$7,999,210 for 1905 shows an increase of \$4,000,000, or 70 per cent. (Continued on Seventh Page.)

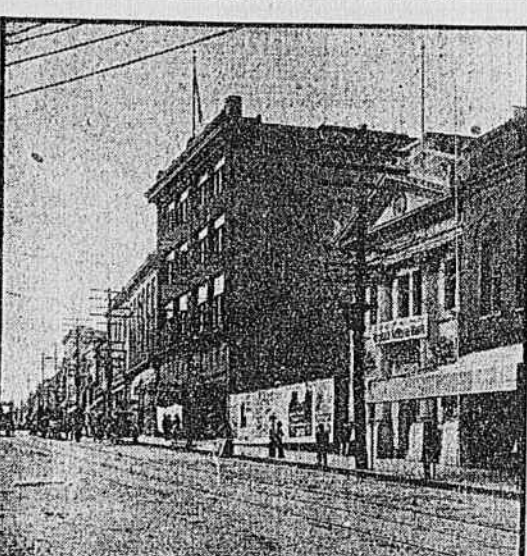
PICTORIAL ACTIVITY IN PETERSBURG



Apartment house to be erected by Pyle & Co., Inc.



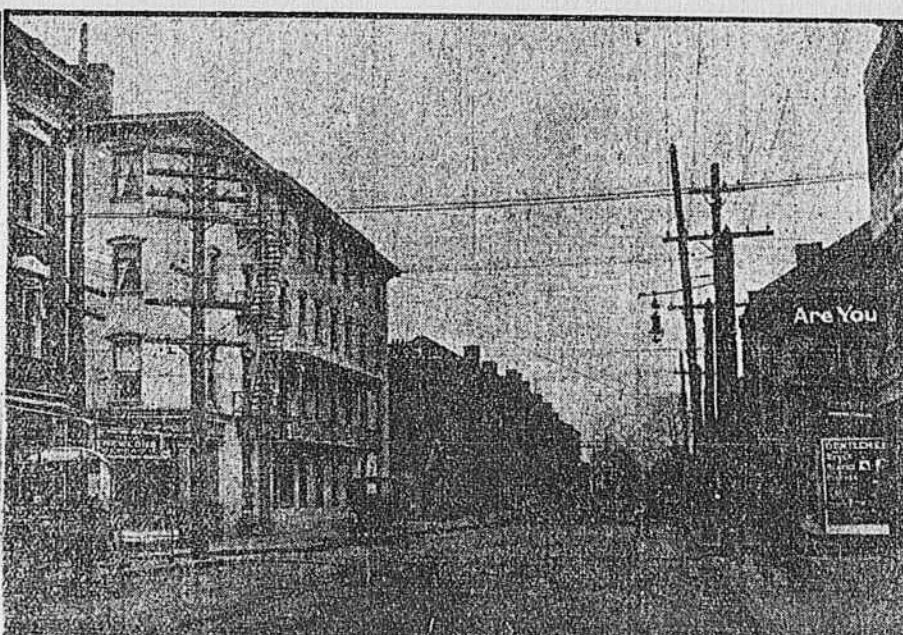
Petersburg's skyscraper going up.



Burned district rebuilt in a year.



200-room hotel planned for Pyle & Co.



Bollingbrook Street, to be made wholesale centre above high water mark.

THE SCHOOL FAIRS IN OLD VIRGINIA

The Good the Fairs Do and the
Great Lesson They
Teach.

MODEL COUNTY SCHOOL FAIR
Subject of School Fairs Discussed
by One Who Knows
About Them.

BY T. S. SETTLE.

When a person learns that 25 of the 100 counties of Virginia held county fairs in 1911; that over 10,000 Virginia citizens were present at these fairs; that over \$7,000 worth of prizes were awarded the successful competitors; and that between 36,000 and 40,000 people attended these fairs, he is likely to be interested in the various exercises, and he will probably ask, "What is a Virginia county school fair?"

The best way to answer this question is to describe briefly one of the many of these fairs held in Virginia last fall. I am describing one among the best I saw of the twenty-five referred to above. About 9 o'clock in the morning the people of the county began to pour into the county seat, where the school fair was to be held. They came in carriages, in buggies, on horseback, in road wagons and on foot. They came from every section of the county—from the small towns, from the cross-roads, from the most out-of-the-way places; they came from the homes of the rich and the homes of the poor; for their children were competing for some of the prizes that were to be awarded, and they were also to march in the big school children's parade with the other pupils of their school. Nothing will come nearer to bringing out father, mother, sister and brother than the knowledge that the children of the household are to take part in some public exercises. The children were there, of course. They came in large groups, often by schools, bedecked with their school colors, waving school banners, giving their school yell, and singing their school songs. It was the gala day for the county public schools, and even that early in the morning the holiday spirit was in the air.

The People Came Out.
By 10 o'clock between 3,000 and 4,000 people had assembled at the school fair exhibit hall. The entrance to this hall was then thrown open, and this vast throng of people surged in. Their eyes fell upon a unique exhibit—different from anything they had ever seen at any other fair. Near the entrance was a long table, loaded down with loaves of bread, biscuits, cakes, pies, homemade candy, butter, jellies, pickles, canned peaches, pears and tomatoes. On another table was the domestic art exhibit—shirtings, aprons, handkerchiefs, embroidered centrepieces, sofa pillow covers, rag-rugs and a large group of dolls, tastefully dressed in the latest fashion by

LABOR CONDITIONS NORTH AND SOUTH

Statistics and Facts Most Favorable to Dixie—Lesson
From Lawrence.

A COMPLETE VINDICATION
Revelations That Came by Congressional Investigation of
Affairs in Massachusetts.

BY W. J. LAUCK.

Statistics do not have any inciting effect upon the public mind. The human element does. The testimony of one little mill girl from Lawrence, Mass., arouses a storm of popular indignation. The story of the same conditions which she narrated when set forth in voluminous governmental reports and demonstrated by imposing statistical tabulations fail to excite the sympathy of the average American.

The conditions which prevail in what is supposed to be our greatest worsted goods manufacturing centre have long been known. Figures have been available, and have been used to show the sham and hypocrisy of the contention that the woolen and worsted goods manufacturers of the high tariff States protect the "honest labor" of the woolen and worsted mills. The fact has been published that the American wage-earner is a misnomer. It has been clearly set forth that instead of being protected from the "honest labor" of the best farms in the country, the American wage-earner is the victim of the so-called protective tariff. The fact has been published that the American wage-earner is a misnomer. It has been clearly set forth that instead of being protected from the "honest labor" of the best farms in the country, the American wage-earner is the victim of the so-called protective tariff. The fact has been published that the American wage-earner is a misnomer. It has been clearly set forth that instead of being protected from the "honest labor" of the best farms in the country, the American wage-earner is the victim of the so-called protective tariff.

Big Money Spent Investigating.
But this is not all. The girl operative from the cotton mills of Fall River, or the silk mills of Paterson, or the anthracite coal regions, or the hosiery and knit goods mills of Philadelphia and Eastern Pennsylvania has not yet come to Washington. The employees of the coal mines, steel mills and glass factories of Western Pennsylvania have not up to this time been summoned to the nation's capital to tell of their working and living conditions. But the facts have already been gathered by the Federal government. It is known that the conditions at Lawrence are not unique. The striking fact is that the recent investigations of the national government have

VIEWS AND NEAR VIEWS, HINTS AND SUGGESTIONS

A Right Young Man's Way—Spurgeon and His
Cigar—More Hookworm Talk—Where Tobacco
Is King—Schools and Near Schools.
Peanuts and Politics—Many
Other Hints.

BY FRANK S. WOODSON,
Industrial Editor.

This column is open to contributors who have something to say of a suggestive nature, and who are willing to make hints and suggestions looking to the better development of the good old States of Virginia, West Virginia and North Carolina, and who can hold their suggestions down in any one issue to from 150 to 200 words. Such communications, addressed to the Industrial Editor, will receive prompt attention.

How a Young Man Got There.
Here is a very interesting hint I got from "The Editor's Own Page" of the Southern Tobacco Journal:

Ten years ago, M. T. Moore, of Rockingham county, N. C., married, and being a young man without means, borrowed money and bought a farm of 240 acres near Summerfield. The land was poor, and the former occupants had left it in disgust. Young Moore knew this, but he knew other things, too, which he proceeded to put into practice. He began to improve his land, and to make his own meat and bread, and then to plant all the tobacco he could care for. Well, to make a long story short, Moore has long since paid for his land, has \$1,400 in money, stock, etc., and one of the best farms in the county. His tobacco crop this year will bring him about \$1,100. Besides he has corn, wheat and bacon to do him. His last load of tobacco sold for about 25 cents per pound. His tobacco crop this year will average more than 1,500 pounds to the acre.

"We asked Mr. Moore how he succeeded in making such a good crop of tobacco in the face of poor seasons. 'I worked it,' said he. 'I plowed it often, and whenever a little shower of rain came I harrowed it in and saved the moisture.'"

As to Good Smoking.
A celebrated utterance on the part of the great English divine, Charles H. Spurgeon, is likely to remain evergreen in the minds of the smoking fraternity. An individual who wished to learn the great pastor's views on tobacco wrote him a letter of inquiry in the hope of drawing a written reply, but the popular divine answered the epistle verbally from his pulpit, and in the following remarkable language: "I have been asked by letter for my opinion on tobacco, and the note could have only been penned by one of those narrow-minded persons who can see no good come from anything in this life. I believe that everything was sent for our good—if used and not abused, and my opinion will be clear to all by my statement that as soon as this service is over I hope to smoke a cigar to the glory of God."

The great Mr. Spurgeon lived in England. Had he lived and moved and had his being in Virginia, he would most likely have smoked "to the glory of God" a Powhatan or a Sally Michael pipe with a 5g stem attachment, the

said pipe filled with good Old Virginia tobacco.

Dynamite in the Baggage Car.
Just what brings it about may be a matter of guesswork, but all the same it begins to look as if there is to be another annoyance to travelers of a kind of inspection to see if they or their baggage be loaded with dynamite. Some doings in the West among dynamiters who blow up newspaper offices and industrial shops may be almost entirely responsible for proposed restrictions. Innocent farmers, carrying home dynamite cartridges to subvert their land and to blow up stumps and work out ditches, and all that kind of thing, may be partly responsible. But all the same, according to the proposed restrictions, innocent farmers, carrying home dynamite cartridges to subvert their land and to blow up stumps and work out ditches, and all that kind of thing, may be partly responsible. But all the same, according to the proposed restrictions, innocent farmers, carrying home dynamite cartridges to subvert their land and to blow up stumps and work out ditches, and all that kind of thing, may be partly responsible.

After a careful review of the entire Southern field, the Manufacturers Record grows optimistic as to the prospect that the great South is to make this good year.

"Throughout the South," says the Record, "in nearly every line of industry and in almost every phase of material activity, there are signs of improvement. Indications all point to a marked revival in general business activity, and especially in construction work of all kinds. This is noticeable in the plans that are being made by railroads for increasing their facilities by double-tracking portions of their line where traffic is the heaviest, and in the extension of roads into new mineral and timber sections. But at the moment the most striking phase of Southern constructive work is that of hydro-electric operations. In the Southwest Virginia the Appalachian Power Company, a \$25,000,000 concern, has under construction work for hydro-electric development, which is planned to have an ultimate development of 100,000-horsepower; the Georgia Railway and Power Company, recently organized with a capitalization of \$57,000,000, is pushing work on some of its big projects with a view to the final development of 400,000 or 500,000 horsepower. This company has been largely financed by foreign capital, some of the leading concerns of Canada and England being identified with it, while the Alabama Interstate Power Company, which is now formulating its plans for beginning construction work on the first of its power plants, has in view the ultimate development of about 100,000-horsepower. This company, like the Georgia Railway and Power Company, numbers among its investors many capitalists of Canada and Great Britain.

Western Money Coming South.
"Leading engineers of Chicago and banking houses of the East are uniting in an enterprise for the purpose of a number of street railway companies in Tennessee in connection with the utilization of great hydro-electric power plants to be developed at various points in that State. Around Macon, Ga., very large hydro-electric operations are under way, while in North and South Carolina, which for a long time took the lead in hydro-electric work, companies long established are extending their operations, while new financing has made it possible within the last few months to take up and carry forward the work at a number of

An Amelia county woman writes the Industrial Section: "I hope you will keep up the discussion of the hookworm subject. I know it is a dirty subject and one that you like to write upon, but evidently you have gotten at the root of the matter, and, as you say, it is a matter that the people should be informed upon, even if it is indecent. The hookworm has been a horror in those parts, and now that the question of its eradication is up and the question is likely to be intelligently solved under the good work of Dr. Freeman, Dr. Flecker and their assistants, let there be no backward step. Let us eradicate the hookworm and we will have no more of the Virginia malaria and but little more of typhoid fever."

Tobacco Is King.
A "Southside Virginian," at least that is the way he signs a communication to the Industrial Editor, says: "You may talk as much as you please about new industries and new farming proposition, and all the like of that, but, after all, Old Virginia is a tobacco-growing State. To certain parts of the State, especially in the Southside, tobacco brings more money than any other crop. I have no objection to

(Continued on Twelfth Page.)

BRIGHTNESS FOR THE COMING SOUTH

An Unparalleled Year of Prosperity
Is Before Us—There's
Activity Everywhere.

Northern and Western Money
Seeking Investment Below
Mason and Dixon Line.

After a careful review of the entire Southern field, the Manufacturers Record grows optimistic as to the prospect that the great South is to make this good year.

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With the coming of more seasonable weather—that is to say, spring weather—the suburbs are looking up grandly. Hardin K. Pache, a young man who is doing some good work in Norwood, Va., asked yesterday about the situation over the building. It looks as if, despite the bad roads and inclement weather of the past week, Golsan & Nash disposed of two country tracts, they sold one farm on the Broad Street Road, about eight miles out, for about \$100 per acre; the other sale was on near Bon Air, forty-five acres, on which the owner intends to build a very handsome bungalow. Inquiries for Westhampton property have been brisk. Nine lots were sold and plans let for two homes.

Among the residences that are going up are: R. H. Stoltz, one for the Union Theological Seminary, Howard Sutton, Roben Burton, H. C. Garlick, Hawes Coleman, Thomas C. Ruffin, E. C. Kohler, J. J. Matern, M. J. Fulton, Charles D. Lamm and W. O. Howard. Despite the bad roads and inclement weather of the past week, Golsan & Nash disposed of two country tracts, they sold one farm on the Broad Street Road, about eight miles out, for about \$100 per acre; the other sale was on near Bon Air, forty-five acres, on which the owner intends to build a very handsome bungalow. Inquiries for Westhampton property have been brisk. Nine lots were sold and plans let for two homes.

(Continued on Twelfth Page.)

REAL ESTATE AND BUILDING NEWS

Spring Weather Opens
Up Business in Good
Shape; All Around.

LARGE SALES AND
LARGER COMING

Renewed Activity in the Sub-
urbs—Ginter Park, Norwood
and Woodland Heights Loom-
ing Up—Bon Air in Sight.
All Eyes Yet Turned
to West End.

Spring-like weather last week got the real estate agents right on their nerve. The sunshine stimulated interest, and brought out many inquiries that had been in cold storage so to speak. The past week was a decided improvement, for as far as deals were concerned, on the west end and all over all of the agents looked out and talked more cheerfully. The records, so far as they have been hinted at, show as they have been hinted at show much bigger deals than were recorded the week previous. As usual, the agents are rather reticent, but all the same, by judicious pumping, I have learned of several big deals. Pollard & Eagly confess to about \$75,000 of sales, and decline to tell anything more definite than the sum total. Henry Wallenstein says he sold close to \$50,000 of stuff, and bought nearly twice as much, but he winks his other eye, and declines to tell where these deals were. All the same I learn he has been buying about largely in South Richmond the past week, and has been doing some selling on Broad Street.

N. W. Bowe & Sons will not deny that they sold nearly \$100,000 of ground the past week and they admit that the bulk of it was West End property, but they are mighty shy on particulars.

Very Reticent Dealers.
J. E. Connelley & Co. refused to confirm the details of a big sale they made of West End dirt, but the sale was made all the same, amounting to nearly \$10,000.

The junior member of the firm of Solon Taylor & Co. looked pale when I questioned him about something like \$50,000 of good work he did last week in the West End. He admitted it was true, but refused to give particulars, although I knew that the bulk of the sales were on Grove Avenue.

The Denoon made some pretty good sales, but they decline to go into details. Harry Denoon, of that firm, said in a confidential way: "I would be mighty glad to tell you all about it, but the buyers of the property asked me to keep mum." And he kept mum, too. The Denoons know how to keep mum when occasion demands.

The W. E. Purcell, Jr., Co. made some right good sales, but they, too, keep mum. Amos E. Pollock made some right good sales, but they, too, keep mum. Amos E. Pollock made some right good sales, but they, too, keep mum. Amos E. Pollock made some right good sales, but they, too, keep mum.

E. A. Carlin, an old reliable, says: "I have made some good sales, or at least my young men have, but I am afraid the buyers as well as the sellers might object to giving details for publication. You know many of the deals that are made in these days are largely speculative, and too much publicity is not just exactly desirable. Yes, I know that, more is the pity."

Richeson & Crutcher, who, by the way, are greatly enlarging their office at Eleventh and Bank Streets, report the sales of about \$20,000 worth of property scattered all the way from Church Hill to the 1200 block in the West End.

The senior member of the firm of Williams & Gense, in response to an inquiry, said that his firm was not quite so active as last week as it had been, but all the same, he said, sales on the Boulevard amounting to about \$12,000, but the deals have not been passed, and they are reticent as to particulars.

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